Appendix C, Pricing Index
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Sirius Computer Solutions, Inc.

Products	Part Number	Customer Discount % off MSRP	Description of MSRP
IBM System z Family of Products			
*2818-z114 (130 models)		22.00%	Based upon IBM reference price for configuration
*2817-z196 (80 model settings)		22.00%	Based upon IBM reference price for configuration
*2828 zBC12 (156 models)		22.00%	Based upon IBM reference price for configuration
*2827 zEC12 (161 models)		22.00%	Based upon IBM reference price for configuration
*2458 z/BX (2 models)		22.00%	Based upon IBM reference price for configuration
*z10, 2096, 2097, & 2098		22.00%	Based upon IBM reference price for configuration
*FiCON, ESCON, OSA Cards dependent upon base infrastructure		22.00%	Based upon IBM reference price for configuration
Services			
*A Comprehensive description of Sirius Services is detailed in the Services Manual accompanied in the RFO response, all services pricing is highly dependent upon the size of the environment and must be formally "scoped" by Sirius. Services below are a sampling of Sirius' most in demand offerings associated with these platforms.			
Processor Installation and Replacement Services for IBM System z			
Full installation, replacement, or upgrade			
Best practices system planning			
Best practices configuration & tuning			
Migration from old system	*Per Statement of Work		
Documentation & Skill Transfrer		10.00%	Based upon Formal Statement of Work
Parallel Sysplex Design & Implementation Services			
Planning & Implementation of IBM Parallel Sysplex			
Best practices system planning	*Per Statement of Work		
Best practices configuration & tuning		10.00%	Based upon Formal Statement of Work
z/OS Migration Services			
Assessment of current sytem levels			
Development of upgrade plan to current version & release levels			
Upgrade and tuning services	*Per Statement of Work		
Assistance with third party programs		10.00%	Based upon Formal Statement of Work
z/VM, z/VSE, VSE/ESA, DB2 Migration Services for IBM System z			
Assessment of current sytem levels			
Development of upgrade/migration plan to current version & release levels			
Upgrade and tuning services	*Per Statement of Work		
Assistance with third party programs		10.00%	Based upon Formal Statement of Work

Enterprise CICS Tools and Utilities Implementation			
Installation for CICS Performance Analyzer			
Installation for CICS Interdependency Analyzer			
Installation for CICS Online Transmission Time Optimizer	*Per Statement of Work		
Skills Transfer and documentation		10.00%	Based upon Formal Statement of Work
Linux on IBM System z Feasibility and Enablement Services			
Feasibility Analysis			
Application Candidacy Report			
IFL Configuration	*Per Statement of Work		
IFL Proof of Conept		10.00%	Based upon Formal Statement of Work
IBM System z Capacity Planning Services			
Overall Capacity Analysis			
Batch Workload Analysis			
Specialty Engine Sizing and Analysis	*Per Statement of Work		
IBM Sub-Capacity Licensing Analysis		10.00%	Based upon Formal Statement of Work

Products	Part Number	Customer Discount % off MSRP	Description of MSRP
IBM POWER Servers Family of Products (major list of products from extensive product family)			
Entry & Midrange POWER Systems (eg. 710, 720, 730, 740, 750 includes Express systems & POWER Blades, Power 8 Scale Out Systems (eg. S814, S822, S824, S822L))			
Power Blades (JS12, JS22, Blade Center 703/704)	7891, 7998 (23X, 60X, 61X), 8406 (70Y, 71Y)	18.50%	IBM Standard MSRP
Power 710 and 730 Express	8231-E2B	18.50%	IBM Standard MSRP
Power 710	8231-E1C	18.50%	IBM Standard MSRP
Power 720 Express	8202-E4B	18.50%	IBM Standard MSRP
Power 720	8202-E4C	18.50%	IBM Standard MSRP
Power 740 Express	8205-E6B	18.50%	IBM Standard MSRP
Power 8 Scale Out Systems	8247, 8284, 8286	18.50%	IBM Standard MSRP
IBM FlexSystems (Power Compute Nodes)	7954, 7895, 7863, 7893, 7906, 7916, 7917, 7953,8737	18.50%	IBM Standard MSRP
Power 750	8233-E8B	21.00%	IBM Standard MSRP
Power 755	8236-E8C	21.00%	IBM Standard MSRP
Power 7 Management Server Node	8493-A33	6.50%	IBM Standard MSRP
IBM Power System S814	8286-41A	15.50%	*IBM Standard MSRP*
IBM Power System S822	8284-22A	15.50%	*IBM Standard MSRP*
IBM Power System S824	8286-42A	15.50%	*IBM Standard MSRP*
POWER 750 +	8408-E8D	15.50%	*IBM Standard MSRP*

POWER8 850	8408-E8E	15.50%	*IBM Standard MSRP*

Enterprise POWER Systems (eg. 770, 780, 795)

Power 770	9117-MMB, 9117-MMC, 9117-MMD	38.00%	IBM Standard MSRP
Power 780	9179-MHB, 9117-MHC	38.00%	IBM Standard MSRP
Power 795	9119-FHB	38.00%	IBM Standard MSRP
Power Systems E870	9119-MME, MMD	32.50%	*IBM Standard MSRP*
Power Systems E880	9119-MHE, MHD	32.50%	*IBM Standard MSRP*

POWER Systems Software (eg. AIX, PowerVM, VIOS, Linux on POWER)

RedHat Enterprise Linux for P	5639-RHL, RHP	9.50%	IBM Standard MSRP
SUSE Linux Enterprise Server	5639-S10, S11	9.50%	IBM Standard MSRP
IBM Power HA System Mirror (Standard & Enterprise)	5765-H23, 5765-H24	26.50%	IBM Standard MSRP
IBM PowerHA System Mirror (Standard & Enterprise) SWMA 1 year	5660-H23, 5660-H24, 5661-H23, 5661-H24	26.50%	IBM Standard MSRP
IBM PowerHA System Mirror (Standard & Enterprise) SWMA 3 year	5662-H23, 5662-H24	26.50%	IBM Standard MSRP
All other IBM Licensed Programs & Software Maintenance (all not included in above pricing)	5765, 5660-5664, 5697, 5716, 5722, 5761, 5770-5773, 5798, 5799, etc.	20.50%	IBM Standard MSRP

POWER Systems Pheripherals & Options (eg. AIX, PowerVM, VIOS, Linux on POWER)

Miscellaneous Peripherals	7014, 7036, 7042, 7310 (all)	9.50%	IBM Standard MSRP
Flat Panel Console	7316-XXX	21.50%	IBM Standard MSRP

Services

Power Architectural Review

Documents current IT Environment and builds a strategic future plan			
Uses a consistent proven mehtodology and best practices			
Includes Sirius SME's, technical specialists, and IT Consultants	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Establish an agreed upon Power Systems Futrue roadmap			
Provides a technology foundation, design alternatives, and TCO Analysis			

Server Infrastructure Optimization Analysis and Design Services

Comprehensive Analysis of Current State			

Future State Discussions, Interviews, and Requirements	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Gap Analysis			
Comprehensive Design, TCO, and Logical Layout Deliverables			
Bill of Materials for Future State Design			
Operating System Upgrade Services for POWER			
Upgrade and installation to most current release of Operating Sys.	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Installation Serivces for IBM Power Systems			
Per Scope of Work, best practices installation of HW, and System SW			
Installation, Configuration, and Skills Transfer	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Logical Partitioning and Virtualization Implementation Services			
Planning, installation, and configuration of PowerVM, VIOS			
Live Partition Mobility, Workload Partitions, Micro Partitioning			
Best Practices	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Performance Analysis and Tuning Services for Power Systems			
Install and configure performance assurance software			
Data Collection			
Data Analysis			
Interviews			
Formal recommendations for system tuning and capacity planning	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Health Check Services for Power Systems			
Review and document servers configuration (HW, SW, Apps, LPARs)			
Complete Security Review			
Backup & Recover Review			
Storage Management			
Performance Review (Memory, Storage, CPU, Job)			
Formal Report on Findings and Recommendations	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
High Availability Assessment and Implementation Services for Power			
Installation Planning Session			
Software Installation Assistance and Knowledge Transfer			
Configuration of High Availability Environment			
Test Failover Scenario's			
Formal Documentation	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Products	**Part Number**	**Customer Discount % off MSRP**	**Description of MSRP**
IBM Storage Family of Products (major list of products from extensive product family)			

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Entry IBM Disk Systems (eg. DS3500)

DS3512 SYSTEM STORAGE EXPRESS	1746A2D	34.50%	IBM Standard MSRP
EXP3512 SYSTEM STORAGE EXPRESS	1746A2E	34.50%	IBM Standard MSRP
DS3512 SYSTEM STORAGE EXPRESS	1746A2S	34.50%	IBM Standard MSRP
RR DS3524 SYSTEM STORAGE	1746A4D	32.50%	IBM Standard MSRP
RR EXP3524 SYSTEM STORAGE	1746A4E	32.50%	IBM Standard MSRP
DS3524 SYSTEM STORAGE EXPRESS	1746A4S	32.50%	IBM Standard MSRP
DS3524 EXPRESS DC DUAL	1746T4D	32.50%	IBM Standard MSRP
EXP3524 EXPRESS DC STORAGE	1746T4E	32.50%	IBM Standard MSRP

Midrange Disk Systems (eg. Storwize v3700, v7000, v5000, DS5000, DS5020, DCS3700)

Storwize V5000 HW 3 Year	2078	48.50%	*IBM Standard MSRP*
Storwize V5000 HW 1 Year	2077	48.50%	*IBM Standard MSRP*
Storwize V5000 SW	5639	48.50%	*IBM Standard MSRP*
Storwize V7000 HW	2072, 2073, 2076, 2076, 2078 (Including IFS)	55.50%	IBM Standard MSRP
Storwize V7000 SW	5639 (VM1, RM1 Including IFS)	55.50%	IBM Standard MSRP
V7000 RTC or external SVC	5639 (CP1, EV1)	55.50%	IBM Standard MSRP
DS5000 Controller	1818 (51A, 53A)	55.50%	IBM Standard MSRP
DS5000 RSA	1818-RSx (Remote Support)	55.50%	IBM Standard MSRP
DS5000 EXP	1818 (D1A, G1A)	62.50%	IBM Standard MSRP
DS4700, DS5020	1814 (20A, 70x)	43.50%	IBM Standard MSRP
DS5020 EXP510	1814 (52A)	57.50%	IBM Standard MSRP
DS4000 EXP810	1812 (all)	57.50%	IBM Standard MSRP
DS4800	1815	57.50%	IBM Standard MSRP
DCS3700	1818 (80C, 80E)	39.50%	IBM Standard MSRP
DS6000	1725, 1750	57.50%	IBM Standard MSRP

Enterprise IBM Disk Systems (eg. DS8000, XIV, SONAS)

DS8000 HW (0-25TB) - HW Only	2107, 242x	74.50%	IBM Standard MSRP
DS8000 HW (25-75TB) - HW Only	2107, 242x	76.50%	IBM Standard MSRP
DS8000 HW (75TB+) - HW Only	2107, 242x	79.50%	IBM Standard MSRP
DS8000 Advanced Function SW	2244, 239x	74.50%	IBM Standard MSRP
XIV HW Full, Partial (3-yr)	2812 (A14, 114)	69.50%	IBM Standard MSRP
XIV HW Full, Partial (1-yr)	2810 (A14, 114)	69.50%	IBM Standard MSRP
XIV SW (all configs)	5639 (XXA, etc)	61.50%	IBM Standard MSRP
XIV MES	2810, 28112 (A14, 114)	69.50%	IBM Standard MSRP
XIV COD	2810, 2812 (A14, 114, new or activitation)	59.50%	IBM Standard MSRP
SoNAS HW	2851	61.50%	IBM Standard MSRP
SoNAS SW	5639 (NN1, etc)	61.50%	IBM Standard MSRP

San Volume Controller

San Volume Controller HW	2145	57.50%	IBM Standard MSRP

San Volume Controller SW	5639, 5641 - VC6, CP1, EV1, etc)	58.50%	IBM Standard MSRP
Flash Systems			
IBM FlashSystem 810 Storage System	9830, 9833	24.50%	*IBM Standard MSRP*
IBM FlashSystem 820 Storage System	9834	24.50%	*IBM Standard MSRP*
IBM FlashSystem 840	9840	24.50%	*IBM Standard MSRP*
IBM FlashSystem 900	9840, 9843	24.50%	*IBM Standard MSRP*
Flash System Enclosures	9846, 9848	24.50%	*IBM Standard MSRP*
Flash System SW	5639-XXX	24.50%	*IBM Standard MSRP*
IBM Network Attached Storage & RtC (eg. N3000, n6000, n7000, Gateways)			
Real Time Compression HW	2452	58.50%	IBM Standard MSRP
Real Time Compression SW	5621	58.50%	IBM Standard MSRP
High End Tape			
HE Tape	3592 (E07)	57.50%	IBM Standard MSRP
	3592 (E06, EU6)	57.50%	IBM Standard MSRP
	3592 (E05, other)	61.50%	IBM Standard MSRP
	3952	59.50%	IBM Standard MSRP
	3953 (F05)	54.50%	IBM Standard MSRP
	3953 (L05)	39.50%	IBM Standard MSRP
	3953 (S54)	56.50%	IBM Standard MSRP
	3956	69.50%	IBM Standard MSRP
	3957	69.50%	IBM Standard MSRP
	5639 (LT1, TL1, HAA)	57.50%	IBM Standard MSRP
LTO Tape			
LTO	3752	44.50%	IBM Standard MSRP
	3573	44.50%	IBM Standard MSRP
	3576	53.50%	IBM Standard MSRP
	3580	24.50%	IBM Standard MSRP
	3584	60.50%	IBM Standard MSRP
	3588 (F3B, F4A - LTO3, LTO4)	64.50%	IBM Standard MSRP
	3588 (F5A - LTO5)	58.50%	IBM Standard MSRP
	7216	24.50%	IBM Standard MSRP
	3222	49.50%	IBM Standard MSRP
Virtual Tape Systems (eg. TS7700, TS7650G, TS7680, TS7650, TS7620)			
ProtecTIER Gateway HW	3958 (DD5)	60.50%	IBM Standard MSRP
ProtecTIER Gateway SW	5639 (PTA, etc)	60.50%	IBM Standard MSRP
ProtecTIER Appliance HW	3958 (AP1)	50.50%	IBM Standard MSRP
ProtecTIER Appliance SW	5639 (PTB, etc)	50.50%	IBM Standard MSRP
ProtecTIER Appliance Express HW	3959 (Sm2)	49.50%	IBM Standard MSRP
ProtecTIER Appliance Express SW	5639 (PTC, etc)	49.50%	IBM Standard MSRP
Tape Media			
Media	3589	52.50%	IBM Standard MSRP

	3599	44.50%	IBM Standard MSRP
Miscellaneous HW/SW			
IBM FlashSystem	9840, 9831 9846, 9848 5639	15.00%	IBM Standard MSRP
Information Archive HW	2231	49.50%	IBM Standard MSRP
SSPC SW	5608 (B01, etc.)	58.50%	IBM Standard MSRP
TPC	5608 (PC1, etc.)	58.50%	IBM Standard MSRP
TPC Select	5608 (PC2, etc.)	58.50%	IBM Standard MSRP
FlashCopy Manager	5608 (AC6, etc.)	58.50%	IBM Standard MSRP
Systems Director SW	5765, 5660, 5661, 5662, 5663, 5664 (ASM)	58.50%	IBM Standard MSRP
SAN Fabric			
SAN/Data Center Networking	2005	34.50%	IBM Standard MSRP
	2053	39.50%	IBM Standard MSRP
	2054	49.50%	IBM Standard MSRP
	2062 (MES Only)	59.50%	IBM Standard MSRP
	2109-C36	44.50%	IBM Standard MSRP
	2109-M48	44.50%	IBM Standard MSRP
	2417	39.50%	IBM Standard MSRP
	2498	39.50%	IBM Standard MSRP
	2499	49.50%	IBM Standard MSRP
	3722	39.50%	IBM Standard MSRP
	3758	44.50%	IBM Standard MSRP
	3759	39.50%	IBM Standard MSRP
	4003	24.50%	IBM Standard MSRP
	4274	24.50%	IBM Standard MSRP
Network Advisor	5639 (NA1, etc)	49.50%	IBM Standard MSRP
SAN SW	5639 (FE1, etc)	2.50%	IBM Standard MSRP
Services			
Storage Optimization Review			
Analysis of system performance and utilization - hosts, subsystem, network			
Review cost / performance			
Develop procuedures and processes to manage data growth			
Review retention and retrieval time			
Provide recommendations on tools, procedures, and processes	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Enterprise Disk Planning and Implementation Services for IBM Storage			
Plan and execute physical and logical installation			
Skills transfer and documentation	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Mid-Range Disk Planning and Implementation Services for IBM Storage			
Plan and execute physical and logical installation			
Skills transfer and documentation	*Per Statement of Work	10.00%	Based upon Formal Statement of Work

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Backup/Restore Health Check for Tivoli Storage Manager / NBU

Data collection on process logs, operations, configurations, system logs			
Evaluation of master and media servers			
Recommended tuning options			
Recoommendations on policy and scheduling options			
Recommendations for disk and tape backup options	*Per Statement of Work	10.00%	Based upon Formal Statement of Work

Design Review Services for Data Facility Storage Management System

Analysis and review of DFSMS			
Best practice implementation of DFSMS system			
Skills transfer	*Per Statement of Work	10.00%	Based upon Formal Statement of Work

Open Systems Migration Planning and Implementation Services

Development of a volume migration and placement strategy			
Migration of data			
Initialization of old source volumes			
Verification of data migration	*Per Statement of Work	10.00%	Based upon Formal Statement of Work

Mainframe Data Migration Planning and Implementation Services

Installation of TDMF Software			
Development of volume migration and placement plan			
Initialization of old source volumes			
Verification of data migration	*Per Statement of Work	10.00%	Based upon Formal Statement of Work

Products	Part Number	Customer Discount % off MSRP	Description of MSRP

IBM PureFlex System

Please note: A full product list can be supplied along with specific pricing upon request.

IBM PureFlex Systems Rack & Chassis (eg. 42U Rack, Chassis, Integrated Management Module, System Manager, Power Supplies, Fans, CMM Module)	*Available Upon Request	32.50%	IBM Standard MSRP
IBM PureFlex Systems (eg.x220, x240, x260, x440, x460 Compute Nodes)	*Available Upon Request	32.50%	IBM Standard MSRP

Third Party Software (must be sold as part of an IBM product solution)

VMware Software			
VMware Software		24.50%	Manufacturer MSRP
VMware Academic Software		49.50%	Manufacturer MSRP
VMware Maintenance, Support & Training		4.00%	Manufacturer MSRP

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Citrix Software			
Citrix Software		38.50%	Manufacturer MSRP
Citrix Support & Maintenance		12.50%	Manufacturer MSRP
Training		7.50%	Manufacturer MSRP
Services			
* All services pricing is highly dependent upon the size of the environment and must be formally "scoped" by Sirius. Services below are a sampling of Sirius' most in demand offerings associated with these platforms.			
Virtualization Assessment and Design Services			
Capacity Analyis	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Asset Review			
Virtual Machine Candidacy Report & Design			
Storage Assessment & Design			
Virtualization Strategy Report			
Virtualization Implementation Services			
Implementation, Configuration, and Skills Transfer	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
VMware vSphere, Red Hat Enterprise Virtualization, Microsoft Hyper-V			
P2V Conversions			
Storage Assessment & Design			
Documentation			
Virtualization Health Check Services			
Interviews with Key Stakeholders	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
In depth Diagnostics and Analysis			
Findings and Recommendations Formal Report			
Best Practices Recommendations			
Virtual Desktop Infrastructure Assessment and Design Services			
Analysis of Desktop Delivery Methods, Use Cases, and User Applications	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
In depth analysis and design; server, storage, network			
Findings and Recommendations Formal Report			
Best Practices Recommendations			
Virtual Backup and Recovery Assessment Services			
Assess current backup requirements	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Recovery Point and Recovery Time Objective Analysis			
Retention Policies			
Best Practices Recommendations			
Microsoft Exchange Migration and Upgrade Services			
Development of a migration plan	*Per Statement of	10.00%	Based upon Formal Statement of Work
Active Directory Health Check			
Client Configuration			

Mailbox Migration Services	Work		
Server Implementation and Configuration Services			
Installation and configuration	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Operating System Installation and Tuning			
Rapid Deployment Strategies			
Image Management			
Blade Server Implementation and Configuration Services			
Installation and configuration	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
Operating System Installation and Tuning			
Rapid Deployment Strategies			
Image Management			
Systems Management Implementation Services			
Initial Setup & Integration	*Per Statement of Work	10.00%	Based upon Formal Statement of Work
IBM Systems Director, HP Insight Manager, Microsoft SCOM, SCCM			
Best Practices			
Documenation & Skills Transfer			
Products	**Part Number**	**Customer Discount % off MSRP**	**Description of MSRP**
Information Management (All Licensing & Renewal Part Numbers)			
IBM Initiate	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Atlas Disposal/Governance Management	*Available Upon Request	19.02%	Based upon IBM MSRP, PPA BL Level
IBM Case Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Content Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Cognos Business Intelligence	*Available Upon Request	18.00%	Based upon IBM MSRP, PPA BL Level
IBM SPSS Collaboration Automation	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Commonstore	*Available Upon Request	19.31%	Based upon IBM MSRP, PPA BL Level
IBM Content Analytics	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Content Collector	*Available Upon Request	18.50%	Based upon IBM MSRP, PPA BL Level
IBM/DB2 Content Manager	*Available Upon Request	18.86%	Based upon IBM MSRP, PPA BL Level
IBM Data Management/Optim	*Available Upon Request	18.02%	Based upon IBM MSRP, PPA BL Level
IBM DataCap	*Available Upon Request	17.81%	Based upon IBM MSRP, PPA BL Level

IBM Data Mart	*Available Upon Request	30.22%	Based upon IBM MSRP, PPA BL Level
IBM DB2	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM DB2 Connect	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM InfoSphere	*Available Upon Request	19.09%	Based upon IBM MSRP, PPA BL Level
IBM FileNet	*Available Upon Request	18.83%	Based upon IBM MSRP, PPA BL Level
IBM Informix	*Available Upon Request	19.06%	Based upon IBM MSRP, PPA BL Level
IBM Smart Analytics	*Available Upon Request	19.03%	Based upon IBM MSRP, PPA BL Level
IBM Netezza	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
IBM Open Pages	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Production Imaging	*Available Upon Request	18.92%	Based upon IBM MSRP, PPA BL Level
IBM Algorithmics	*Available Upon Request	18.00%	Based upon IBM MSRP, PPA BL Level
Lotus (All Licensing & Renewal Part Numbers)			
IBM Lotus Connections	*Available Upon Request	17.38%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Domino	*Available Upon Request	19.03%	Based upon IBM MSRP, PPA BL Level
IBM Lotus EasySync	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Forms Server	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Expeditor	*Available Upon Request	18.67%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Foundations	*Available Upon Request	19.01%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Mobile Connect	*Available Upon Request	18.90%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Quickr	*Available Upon Request	19.04%	Based upon IBM MSRP, PPA BL Level
IBM Web Content Manager	*Available Upon Request	17.75%	Based upon IBM MSRP, PPA BL Level
IBM Lotus Sametime	*Available Upon Request	18.84%	Based upon IBM MSRP, PPA BL Level
IBM Rational (All Licensing & Renewal Part Numbers)			
All IBM Rational Products	*Available Upon Request	18.93%	Based upon IBM MSRP, PPA BL Level
D0978LL	*Available Upon Request	26.81%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli (All Licensing & Renewal Part Numbers)			

IBM Tivoli Cloudburst	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Information Archive	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Maximo	*Available Upon Request	18.57%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Netcool	*Available Upon Request	19.01%	Based upon IBM MSRP, PPA BL Level
IBM AppScan	*Available Upon Request	19.11%	Based upon IBM MSRP, PPA BL Level
IBM Service Delivery Manager	*Available Upon Request	33.41%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli SmartCloud	*Available Upon Request	16.49%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Composite Application Manger	*Available Upon Request	18.50%	Based upon IBM MSRP, PPA BL Level
E0F3LLL	*Available Upon Request	19.09%	Based upon IBM MSRP, PPA BL Level
IBM Security Identity and Acces Assurance	*Available Upon Request	17.76%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Key Lifecycle Manager	*Available Upon Request	16.84%	Based upon IBM MSRP, PPA BL Level
IBM Security Information and Event Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Storage Manager - Flashcopy	*Available Upon Request	27.73%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Storage Manager	*Available Upon Request	17.68%	Based upon IBM MSRP, PPA BL Level
D0BM9LL	*Available Upon Request	22.26%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Access Manager	*Available Upon Request	18.88%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Business Service Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Application Dependency Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Directory Integrator	*Available Upon Request	19.04%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli EndPoint Manager	*Available Upon Request	17.31%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Federated Identity Manager	*Available Upon Request	18.98%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Identity and Access Manager	*Available Upon Request	27.02%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Monitoring	*Available Upon Request	18.54%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Netcool	*Available Upon Request	18.50%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Omnibus	*Available Upon Request	20.55%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Usage and Accounting Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level

IBM Tivoli Provisioning Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Security Operations Manager	*Available Upon Request	18.91%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Service Automation Manager	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM System Storage Archive Manager	*Available Upon Request	20.55%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Storage Productivity Center	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli System Automation	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Tivoli Workload Scheduler	*Available Upon Request	18.29%	Based upon IBM MSRP, PPA BL Level
IBM System Storage San Volume Controller	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
E0HUULL	*Available Upon Request	18.09%	Based upon IBM MSRP, PPA BL Level
Websphere (All Licensing & Renewal Part Numbers)			
IBM Websphere Cast Iron	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Communications Server	*Available Upon Request	18.95%	Based upon IBM MSRP, PPA BL Level
IBM iLog	*Available Upon Request	18.20%	Based upon IBM MSRP, PPA BL Level
IBM Worklight	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
IBM Mobile Portal Accelerator	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Websphere MQ	*Available Upon Request	17.27%	Based upon IBM MSRP, PPA BL Level
IBM Websphere Message Broker	*Available Upon Request	18.76%	Based upon IBM MSRP, PPA BL Level
E02AULL	*Available Upon Request	21.43%	Based upon IBM MSRP, PPA BL Level
IBM Websphere Process Server	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
IBM Pure Application System	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
IBM Websphere	*Available Upon Request	18.84%	Based upon IBM MSRP, PPA BL Level
D55WJLL	*Available Upon Request	21.99%	Based upon IBM MSRP, PPA BL Level
E025DLL	*Available Upon Request	22.08%	Based upon IBM MSRP, PPA BL Level
D59FLLL	*Available Upon Request	21.63%	Based upon IBM MSRP, PPA BL Level
WebSphere Datapower	*Available Upon Request	16.00%	Based upon IBM MSRP, PPA BL Level
Other (All Licensing & Renewal Part Numbers)			

IBM Real-Time Compression	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
IBM LoadLeveler	*Available Upon Request	16.50%	Based upon IBM MSRP, PPA BL Level
IBM SVC for XIV	*Available Upon Request	18.21%	Based upon IBM MSRP, PPA BL Level
IBM Sterling	*Available Upon Request	19.50%	Based upon IBM MSRP, PPA BL Level
IBM Unica	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
	*Available Upon Request		
Complete Enterprise Option (CEO) (All Licensing & Renewal Part Numbers)			
CEO Business Collaboration Portfolio Bundle	*Available Upon Request	17.50%	Based upon IBM MSRP, PPA BL Level
CEO Community Collaboration	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
CEO Enhanced Collaboration Bundle	*Available Upon Request	18.50%	Based upon IBM MSRP, PPA BL Level
CEO Lotus Communications Bundle	*Available Upon Request	18.50%	Based upon IBM MSRP, PPA BL Level
DB2 CEO	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
Messaging Plus Portal CEO	*Available Upon Request	19.00%	Based upon IBM MSRP, PPA BL Level
SaaS Solutions (All Licensing & Renewal Part Numbers)	*Available Upon Request	2.50%	Based upon IBM MSRP, PPA BL Level
Services			
IBM Software Services			
Installation of IBM Software Products	*Per Statement of Work	33.00%	Based upon Formal Statement of Work
Miantenance and Support of IBM Software Products	*Per Statement of Work	24.50%	Based upon Formal Statement of Work
Product Training for IBM Software (hourly)	*Per Statement of Work	22.50%	Based upon Formal Statement of Work
Software Architect	*Per Statement of Work	20.50%	Based upon Formal Statement of Work
Software Developer	*Per Statement of Work	31.50%	Based upon Formal Statement of Work
Project Manager	*Per Statement of Work	33.50%	Based upon Formal Statement of Work
IBM Hardware Maintenance			
Power Series	N/A	13.00%	IBM Standard MSRP
System Storage	N/A	13.00%	IBM Standard MSRP
System X	N/A	13.00%	IBM Standard MSRP
System Z	N/A	13.00%	IBM Standard MSRP
IBM Software Support & Maintenance			
IBM System i SWMA	N/A	7.50%	IBM Standard MSRP
IBM System p SWMA	N/A	17.50%	IBM Standard MSRP

IBM System Storage	N/A	13.00%	IBM Standard MSRP
IBM Remote Technical Support Services			
Support Line Disk/Tape & SAN/NAS	N/A	21.00%	IBM Standard MSRP
MCP	N/A	21.00%	IBM Standard MSRP
Linux Support Line	N/A	7.50%	IBM Standard MSRP
Support Line for Windows/Linux OS	N/A	7.50%	IBM Standard MSRP
Support Line for MS Applications	N/A	7.50%	IBM Standard MSRP
Support Line for VMware	N/A	7.50%	IBM Standard MSRP
IBM Education			
IBM Education Pack ($0-$5,000)	N/A	4.50%	IBM Standard MSRP
IBM Education Pack ($5,001-$10,000)	N/A	9.50%	IBM Standard MSRP
IBM Education Pack (Greater than $10,000)	N/A	11.00%	IBM Standard MSRP